

Performance focus

Actionable principles to position the FP&A function at the center of business performance optimization – summarized one page at a time.

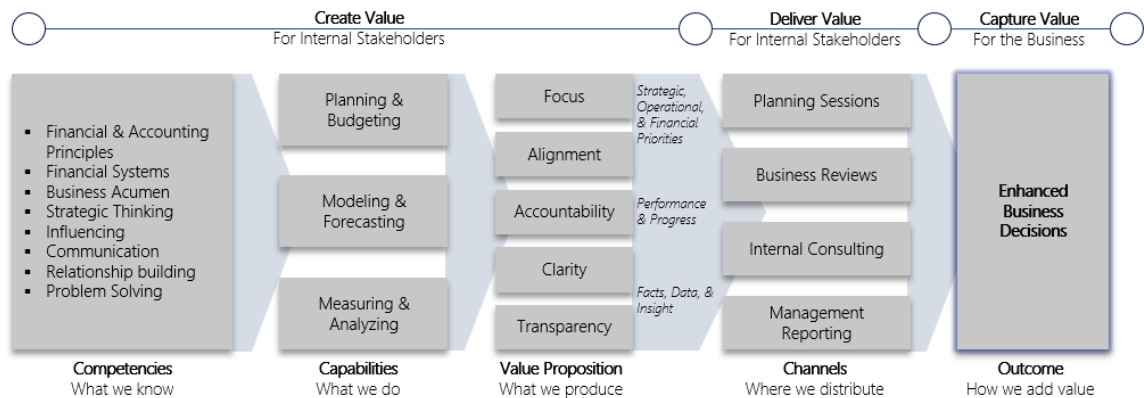
How does the FP&A function add value to the organization?

The FP&A Operating Model



Introduction

FP&A is the only function fully integrated across the entire organization and dedicated to understanding and improving business performance. Through the creation of actionable insights and the implementation of effective forums to work as one team, an effective FP&A capability enables stakeholders to make more informed decisions driving enhanced outcomes.



Insight Creation

The last few years have seen a considerable rise in software solutions intended to make data “self-service” for executives. However, what busy executives are really looking for are distilled insights and recommendations, delivered by credible strategic partners. Through proactive collaboration and analytics, producing actionable insights and recommendations that **drive clarity and transparency** into performance drivers should become a core focus for all FP&A teams.

Working Together

Organizational **focus** and **alignment** starts with a business planning process where everyone is included, and choices and assumptions are supported by quality insight. Strategic choices should cascade into enterprise priorities, which should further cascade into segment and functional priorities. With plans set, establishing regular business reviews drives **accountability** by serving as a recurring forum to review actual performance and progress while instilling a culture of collaboration and problem solving.